

Understanding NM Property Tax System	A to Z—The Essential Apartment Broker	Confessions of a Commercial Real Estate Consultant	Advanced Excel Wizardry
www.canteraconsultants.com	www.canteraconsultants.com	www.confessionsofaconsultant.com	www.canteraconsultants.com
\$99	\$169	\$169	\$89
November 19th, 2009 all day April 4th, 2010 all day	October 22nd, 2009 all day	November 17th, 2009 all day	November 12th, 2009 8 am to noon
Approved for 8 CE Hours	Approved for 8 CE Hours	Approved for 8 Training CE Hours	Approved for 4 Training CE Hours
Learn how	Learn how	Learn how	Learn how
<ul style="list-style-type: none"> ☑ To build a credible case for protesting your property's tax value ☑ To calculate your property tax bill ☑ What you should provide and what you shouldn't ☑ How the assessors in each county approach value ☑ The basis of the property tax law and how it impacts your tax bill ☑ How to conduct your negotiations at informal and formal hearings ☑ Includes a review of the latest legislative laws/updates ☑ Includes third edition book "Understanding NM's Property Tax system" a \$50 value. ☑ You will leave this course with the tools you need to file a protest 	<ul style="list-style-type: none"> ☑ To use the N.U.M.E.R.A.L. to understand client needs ☑ Perform a market analysis of apartment markets across the country ☑ Perform a GAP analysis of local markets to assess potential demand ☑ To "Know" your market ☑ Use GIS systems to define trade areas ☑ Use the site location tool to objectively rate apartment communities and potential sites ☑ Convert demographics to unit mixes ☑ Use Building Envelope Analysis tool to determine site density ☑ Identify sources of market info ☑ Perform financial analysis ☑ Understand implications of apartment financing on value 	<ul style="list-style-type: none"> ☑ To get paid more for what you know, than what you do. ☑ To shift a portion of your business from commission based to fee based ☑ To add more value to your client's properties ☑ To price your services ☑ To negotiate on services instead of price ☑ To develop a process for each assignment ☑ To ID the tools you will need ☑ The course includes an intimate dissection of several real world case studies on projects in Albuquerque, Tempe, Tampa, Tulsa and many other markets 	<ul style="list-style-type: none"> ☑ Manage Excel so it doesn't manage you ☑ Make charts that convey information ☑ "Normalize" your data using formulas to expedite information extraction ☑ Use filters to drill into your data ☑ Use Pivot Tables to perform advanced analysis of large bodies of data (like rent rolls) ☑ How to design an attractive spreadsheet for screen and print ☑ Use Macro's to expedite tasks ☑ Use Goal-Seek to perform What-If analysis ☑ Develop stand alone tools for use on the web ☑ Integrate your spreadsheets with Google Docs.
Todd has been protesting property taxes for over 18 years, saving his clients an average of 24% on property taxes, and winning 99% of his 1,000 cases. He is also the author of <i>Understanding NM's property tax system.</i>	Todd is a 4th generation commercial real estate practitioner who has focused his efforts for the last 20 years on apartment brokerage and has listed and/or sold over \$348,221,609, 9,577 units, in 423 apartment transactions.	Todd has worked on projects around the globe, performing consulting services for his clients for the last 18 years, charging \$325/hr with a typical assignment averaging \$30,000.	All instruction for this course is performed in a hands on computer lab – be sure to bring your laptop with any version of excel loaded.
"You did it again! Wow—Fantastic ...as usual you did a wonderful job of presenting a lot of material and making it interesting and meaningful." -- Anonymous	"Lots of aha moments in this class. I thought the real world examples provided by Todd make it particularly interesting and valuable." -CCIM student—Pleasanton Ca	"Exceeded my already high expectations" - Vic Bruno, SIOR	"Todd has got his eye on the ball when it comes to technology. He knows what works and, perhaps more importantly knows what doesn't work and can help you steer away from traps." - Richard Juge CCIM president 2010

COURSE REGISTRATION FORM

YES! Sign me up for (circle each course)	Understanding NM Property Tax System	A to Z—The Essential Apartment Broker	Confessions of a Commercial Real Estate Consultant	Advanced Excel Wizardry
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Course investment:	\$99	\$169	\$169	\$89
Notes:	Plan to bring: - notices of value for your or your client's properties	Plan to bring: - your laptop with wireless (wi-fi) network card	Prepare to leave with: - a process and an outline of a business plan	Plan to bring: - your laptop with wireless (wi-fi) network card

() Yes I'd also like to attend the **Technology Luncheon** for free—by registering and paying for any two courses prior to October 1st, 2009, I can attend the **November 12th technology luncheon** for free (a \$55 value)

() sign me up for one or more courses (circled above) totaling \$_____

or online at www.canteraconsultants.com/courses

Name:	Email:
Company:	Address:
Phone:	City/State/Zip:
Payment Options:	
Check enclosed for	I'd like to use a credit card - please send me a PayPal
\$_____	invoice to my email for a total of \$_____

Confirmation of course registration will be sent via email upon receipt of registration AND payment. Course venue will vary depending on class size. Course slots available on a first come first serve basis.

Return to:
Cantera Consultants & Advisors
 tclarke@nmapartment.com
 715 8th NW
 Albuquerque NM 87102
 Fax: 800-791-4047
 Phone: (505) 440TODD